

Message Text

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ACTION NEA-12

INFO OCT-01 ISO-00 EB-11 SCI-06 STR-08 ABF-01 AID-20

CIAE-00 INR-10 NSAE-00 RSC-01 IGA-02 DRC-01 /073 W

----- 120362

R 020748Z OCT 73

FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC 7811

USDOC WASHDC

INFO AMEMBASSY BEIRUT

AMCONSUL DHAHRAN

AMEMBASSY JIDDA

AMEMBASSY DOHA POUCH

UNCLAS KUWAIT 3588

E.O. 11652: N/A

TAGS: BEXP SA KU QA

SUBJ: WATER RESOURCES TRADE MISSION

REF: (1) STATE 186207; (2) USDOC 10455

1. EMBASSY UNABLE PROVIDE RESPONSE IN AS GREAT DETAIL AS WOULD LIKE, PENDING NEXT VISIT OF REO TO DOHA. HOWEVER, OUR PRELIMINARY ASSESSMENT IS THAT IT WOULD BE WORTHWHILE FOR WATER RESOURCES MISSION STOP IN DOHA. WOULD BE SOME LOGISTICAL PROBLEMS, MOST OF WHICH COULD BE MET BY FUNDING TRAVEL AND PER DIEM COSTS FOR ONE FSO (REO) AND ONE FSL FROM KUWAIT SPEND UP TO TEN DAYS EACH IN DOHA PREPARING FOR AND ASSISTING MISSION. MAXIMUM EXTRA COST APPROXIMATELY \$1,200. (TOTAL STAFFING EMBASSY DOHA IS ONE FSO, ONE FSL ADMIN ASSISTANT AND ONE FSL CONSULAR ASSISTANT.)

2. AN INDICATION CURRENT COMMERCIAL ACTIVITY DOHA IN WATER RESOURCES FIELD, EMBASSY CITES FOLLOWING LIST ONGOING AND FUTURE PROJECTS:

A. SEWAGE DISPOSAL PLANT - CONSULTANTS (ASCO, ITALY) APPOINTED LATE 1972; CONTRACTOR NOT YET APPOINTED; COST APPROX DOLS 2 1/2 MILLION.

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B. (1) WAKRAH POWER STATION AND ASSOCIATED DESALINATION PLANT

- CONSULTANTS EWBANK & PARTNERS (UK); CONTRACTOR NOT YET APPOINTED; COST (INCLUDING POWER STATION) APPROX DOLS 125 MILLION; PRELIMINARY PLANS CALL FOR 6 X 1 MGD DESALINATION UNITS INITIALLY, WITH ULTIMATE EXPANSION TO 20 MGD.

(2) ASSOCIATED PIPELINE FROM DUKHAN TO WAKHRAH (APPROX 55 MILES)
- CONSULTANTS PENCOL ENGINEERING (UK); CONTRACTOR NOT YET APPOINTED; COST APPROX DOLS 10 MILLION; INCLUDES

DISTILLATE PUMPS AND
DISTILLATE LINE FROM WAKRAH TO DOHA (APPROX 12 MILES).

C. NORTHERN WELL WATER PUMPING PROJECT (ONGOING) CONSULTANTS PENCOL ENGINEERING; CONTRACTOR RABBAN CONTRACTING & TRADING CO; COST APPROX DOLS 5 MILLION; PROJECT INCLUDES INSTALLATION OF PUMPING SETS AND ELECTRICAL PLANT, PLUS ERECTION OF ELEVATED WATER TANKS.

D. RESERVOIR - CONSULTANTS PENCOL ENGINEERING; CONTRACTOR DARWISH ENGINEERING (AWARDED FEB '73); COST APPROX DOLS 5 MILLION; RESERVOIR TO CONTAIN THREE MILLION GALLONS WATER.

E. DOHA HOUSE SEWAGE SCHEME (IN PROGRESS) CONSULTANTS PENCOL ENGINEERING; VARIOUS CONTRACTORS; COST APPROX DOLS 2 1/2 MILLION.

F. DOHA HARBOR DREDGING AND LAND RECLAMATION PROJECT; CONSULTANTS GOQ ENGINEERING SERVICES DEPT; CONTRACTORS NOT YET APPOINTED; COST APPROX DOLS 10 MILLION.

G. NAVAL BASE - CONSULTANTS GOQ ENGINEERING SERVICES DEPT; CONTRACTORS NOT YET APPOINTED; COST APPROX DOLS 7 MILLION; DREDGING AND LAND RECLAMATION SCHEDULED BEGIN DURING FY 73/74.

3. QATAR'S IMPORT STATISTICS NOT BROKEN DOWN SUFFICIENTLY TO ISLOATE SPECIFIC ITEMS; HOWEVER FOLLOWING TABLE OF 1972 IMPORTS MIGHT GIVE ORDER OF MAGNITUDE OF PAST RPT PAST MARKET (71 IMPORTS OF THESE ITEMS ROUGHLY EQUAL TO 72):

WATER PUMPS (NON-ELECTRIC) \$246,470
ELECTRIC WATER PUMPS \$180,919
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STEEL PIPES \$5,136,957
TUBES & PIPES (COPPER) \$44,810
HOSES \$184,941
ASBESTOS CEMENT PIPE \$501,843
DIESEL ENGINES \$1,186,823
ELECTRIC MACHINES \$466,689
INDUSTRIAL MACHINERY NES \$25,540,000

4. QATAR MARKET IN THIS (AND MOST OTHER) FIELD DOMINATED BY UK. THIS CHANGING, HOWEVER; E.G. FOR 1971 MARKET SHARE UK 37.5 PERCENT, JAPAN 10.5 PERCENT AND USA 9.7 PERCENT; FOR 1972 UK 26.4 PERCENT, JAPAN 12.6 PERCENT AND USA 10.4 PERCENT. FURTHERMORE, SINCE MOST MAJOR UK FIRMS ALREADY REPRESENTED, NEW (AND GENERALLY MORE AGGRESSIVE) COMPANIES BEING ESTABLISHED IN DOHA FIND THEY MUST TURN ELSEWHERE FOR FIRMS TO REPRESENT, AND THEY INCREASINGLY TURNING TO US.

5. POST BELIEVES ABOVE INFORMATION SUFFICIENT ENABLE ADDRESSEES MAKE AT LEAST PRELIMINARY DECISION WHETHER OR NOT INCLUDE DOHA ON MISSION ITINERARY.

6. FOR REASON CITED PARA 4 ABOVE, POST STRONGLY RECOMMENDS INCLUSION DOHA ON ITINERARY. IN ADDITION TO SHORT TERM SALES, ETC WHICH WE BELIEVE WOULD ACCRUE AS RESULT OF MISSION, POST BELIEVES IT CLEARLY TO LONG-TERM US COMMERCIAL BENEFIT DEMONSTRATE TANGIBLE INTEREST IN DOHA AT THIS TIME. IF ADDITIONAL INFORMATION NEEDED, PLEASE CABLE SPECIFIC QUESTIONS AND WE WILL TRY PROVIDE ANSWERS.

7. ABOVE COORDINATED WITH AMEMBASSY DOHA.
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